

## Message Text

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43

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

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P 031700Z OCT 75

FM AMEMBASSY ALGIERS

TO SECSTATE WASHDC PRIORITY 3145

UNCLAS ALGIERS 3044

E.O. 11652: N/A

TAGS: BEXP, AG

SUBJECT: US-ALGERIAN TRADE

1. IN CONVERSATION WITH ME OCTOBER 3 LAYACHI YAKER,  
ALGERIAN MINISTER OF COMMERCE MADE FOLLOWING COMMENTS  
AND REQUESTS:

2. ALGERIAN-FRENCH TRADE IS DISPROPORTIONATELY IN FAVOR  
OF FRANCE. GOA IS INTERESTED IN DIVERSIFYING ITS IMPORTS  
AND IS ANXIOUS TO WORK MORE CLOSELY WITH US EMBASSY AND  
DEPARTMENT OF COMMERCE IN DEVELOPING WAYS OF  
INCREASING US-ALGERIAN TRADE. YAKER TOOK NOTE OF  
SIGNIFICANT ALGRIAN TRADE SURPLUS WITH US DUE TO OUR  
OIL PURCHASES.

3. YAKER POINTED OUT HIS COUNTRY NOW REPRESENTS DOLLAR  
FIVE BILLION IMPORT MARKERT WHICH IS GROWING FAST. US FIRMS  
NOT ACTIVE ENOUGH AND COULD GET MUCH MORE BUSINESS IF  
THEY PAID MORE ATTENTION TO ALGERIA. YAKER PROPOSED  
DOC CONSIDER SENDING REPRESENTATIVE TO ALGIERS TO DISCUSS  
ORGANIZATION OF TWO TRADE MISSIONS. ONE FROM US TO SELL  
TO ALGERIA, ANOTHER FROM ALGERIA TO SELL TO US.

4. YAKER FEELS US GOODS ATTRACTIVELY PRICED AT MOMENT  
AND THAT MORE PURCHASES FROM US WOULD THUS MAKE THEIR  
FOREIGN EXCHANGE GO FURTHER. MINISTER CONTINUED THAT IN  
ORDER TO INCREASE EXPOSURE OF US FIRMS IN ALGERIA WE  
SHOULD PARTICIPATE IN ALGIERS FAIR. FAIR IS EXCELLENT  
MEANS OF PROMOTING CONTACT BETWEEN FIRMS AND ALGERIAN  
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END-USERS, HE SAID, AND SINGLED OUT WEST GERMANY, FRANCE

AND OTHER INDUSTRIALIZED COUNTRIES AS HAVING INCREASED  
SALES IN ALGIERS THROUGH THE FAIR. YAKER STATED 1976  
ALGIERS PAN AFRICAN FAIR WOULD BE HELD IN LATE SEPTEMBER  
OR EARLY OCTOBER 1976 AND THAT IT WOULD BE MUCH LARGER  
THAN 1975 FAIR.

5. MINISTER ALSO MENTIONED THAT ALGERIAN COMMERCIAL  
REPRESENTATION IN WASHINGTON WILL BE REINFORCED AND THAT  
GOA WAS CONSIDERING OPENING A TRADE OFFICE IN NEW YORK.

6. YAKER REQUESTED MY COMATT RON FLACK TO MEET WITH  
DIRECTOR OF EXTERNAL TRADE IN MINISTRY OF COMMERCE NEXT  
WEEK TO DISCUSS THESE MATTERS. I FEEL THIS IS EXCELLENT  
OPPORTUNITY TO MAKE IMMEDIATE AND IMPORTANT PROGRESS  
TOWARDS DESIRED INCREASE IN US SALES TO ALGERIA.  
WOULD APPRECIATE PRIORITY REPLY WITH COMMENTS ON  
ABOVE AND FEELING FOR KIND OF RESPONSE COMATT CAN MAKE. PARKER

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